

# OR BUSINESS MANAGEMENT CONFERENCE

*CONNECTING PERIOPERATIVE BUSINESS LEADERS WITH  
STRATEGIES AND SOLUTIONS TO OPTIMIZE THE OR SUITE.*

**PRE-CONFERENCE WORKSHOPS: FEBRUARY 5, 2023**

**CONFERENCE: FEBRUARY 6-8, 2023**

WESTIN SAVANNAH HARBOR GOLF RESORT & SPA

**SAVANNAH, GEORGIA**

**REGISTER BEFORE 11/14 AND SAVE \$100**

***Learn How to Boost Your Bottom Line***

Presented by:



[www.orbusinessmanagementconference.com](http://www.orbusinessmanagementconference.com)

# OR BUSINESS MANAGEMENT CONFERENCE



We're excited to get back to business in Savannah, GA, February 6-8, 2023 for the 11th OR Business Management Conference. Join other perioperative professionals for a deep dive at the only conference focused exclusively on the business of running the OR. You will leave this conference energized and armed with the tools you need to positively impact the bottom line!

This year's conference program is packed with sessions that will help you maximize efficiencies, identify revenue opportunities and increase the profitability of the surgical suite while ensuring superior patient satisfaction.

The hands-on education, experience, and real-world perspectives offer tangible ways to drive optimized outcomes in facilities across the country. You will meet managers, directors, and VPs from academic hospitals, community hospitals, children's hospitals and ambulatory surgery centers. The networking allows for unique opportunities to meet and exchange ideas and solutions.

Clear your schedule and mark your calendar so you can join us. See you in Savannah in February!



The program committee has worked hard over the last few months to create an agenda that brings you the best in perioperative business management and operations. There will be two workshops, five keynote addresses, three general sessions, 12 breakouts, and over 25 speakers to present the latest information, trends, best practices, case studies, and take-home tools focused on the following areas:

- |  |                                |  |                          |
|--|--------------------------------|--|--------------------------|
|  | <b>DATA ANALYTICS</b>          |  | <b>REGULATORY</b>        |
|  | <b>FINANCE</b>                 |  | <b>STAFFING</b>          |
|  | <b>OPERATIONS</b>              |  | <b>STRATEGY</b>          |
|  | <b>OUTPATIENT</b>              |  | <b>SUPPLY MANAGEMENT</b> |
|  | <b>PERFORMANCE IMPROVEMENT</b> |  | <b>TECHNOLOGY</b>        |



## SUNDAY, FEBRUARY 5

1:00 PM – 5:00 PM

**Registration Open**

2:00 PM – 5:00 PM

PRE-CONFERENCE WORKSHOP:

### **Financial Management Workshop – Understanding Critical Concepts for Success**

The evolution of perioperative services from an acceptable revenue-producing department to the largest revenue source for an organization has made financial management an essential competency for perioperative services leaders and managers. Today, a manager must demonstrate sound financial management skills and must be the driving force behind efforts to optimize the financial performance of the operating room (OR) suite. This session will teach you the key aspects of financial management as they relate to perioperative services departments.

**This workshop will focus on:**

- Preparation and management of perioperative budgets
- Cost containment strategies
- Perioperative financial reports
- Inventory requirements
- Case margins – costs, revenues and ROI
- Contract negotiation
- Cost-benefit ratios
- Performance indicators

**Learning Objectives:**

- Learn effective financial management practices.
- Learn factors that affect the budget process.
- Show how you are profitable by applying sound financial management skills.

*\*Additional fee applies*

SPEAKER

- **Brandon Bennett, DNP, APRN, CNOR, CNS-CP, CSSM, CNAMB, NE-BC**, Facilitated Healthcare Transformations



# MONDAY, FEBRUARY 6

6:30 AM – 6:30 PM

## Registration Open

7:15 AM – 8:00 AM

## Grab-and-Go Breakfast

8:00 AM – 9:00 AM

## Opening Keynote: Cultivating an Agile Workforce in a Time of Disruption

As a leader you need skills to motivate your team and move your department forward. You may be grappling with ways to deal with the ongoing staffing crisis impacting your OR. What can you do to improve your management skills to build a loyal and resilient team? Attend this opening keynote session to boost your leadership skills, communicate your vision and build a culture of trust.

### Learning Objectives:

- Learn where you and your team are on the change curve.
- Discover ways to achieve employee satisfaction on different organizational levels.
- Identify how to increase staff engagement through cultural competency.

### SPEAKER

- **Dr. Kelvin McCree**, Author, Coach, Executive Speaker, Laser Focus Solutions

9:00 AM – 9:45 AM

## Networking with Exhibitors

9:45 AM – 10:45 AM

## General Session: Trends in the OR – What’s Driving Profitability?

Looking for ways to maximize revenue and improve the bottom line? The cost of surgical services hinges on highly efficient processes, information management and tracking performance metrics. In today’s cash constrained environment, how do you manage growth when your hospital may be closing down beds and you don’t have enough staff? What are some creative ways to improve operations, reduce costs and increase profit margins?

Hear from a diverse group of panelists on where they see profitability decreasing and how to fix it.

### Topics include:

- Surgical service line growth
- Reimbursement for surgery and for payors
- Capitalizing on outpatient surgeries
- Joint venture partnerships
- Purchasing and contract negotiations
- Changing regulations and opportunities in the market
- Incentive-based models
- Leadership and staffing

### SPEAKERS:

- **Cindy Cannon**, Executive Director, Finance, Massachusetts General Hospital
- **Stuart Downs, DNP, RN, NEA-BC, CENP, CPHQ, FACHE, FAONL**, Nursing Administrator, Northside Hospital Gwinnett



10:45 AM – 11:00 AM

## Break

11:00 AM – 12:00 PM

## Follow the Money – Shifting Surgeries to an Outpatient Setting

With healthcare demand rising, executive leaders are tasked with growing volume through launching stand-alone ambulatory centers. Knowing where to invest 5 years from now requires a structured and strategic approach. To achieve quality and financial metrics with these expansions, careful planning must be incorporated. How do you capitalize on outpatient surgeries while providing a better patient experience? Where’s money flowing and what is the ROI?

### Learning Objectives

- Learn how to conduct strategic analysis and implement plans to rationalize surgical services.
- Develop a plan to increase your surgical case mix by shifting to outpatient.
- Learn how to assemble the right stakeholders to execute growing acute care surgery.

### Take-Home Tool

- Ambulatory procedure planning dashboard.
- A framework on capturing the right data to identify appropriate cases for re-allocation.

### SPEAKER

- **Keeli Stith**, Associate Director Perioperative Services, Ohio State University Wexner Medical Center



## Reducing Staffing Costs by Decreasing Minutes in the Workday

The “great resignation” has had a profound impact on the ability to effectively manage an operating room. Hospitals have lost millions of dollars on pandemic expenses and are forced to absorb the cost of traveler nurses and staff incentives. Now, more than ever, operating room efficiency is critical. Reduction of turnover time is an opportunity for cost savings. Learn how saving just 5 minutes a case can net you hundreds of thousands a year in your OR.

### Learning Objectives

- Learn how to improve efficiencies to increase profitability in your OR.
- Identify critical timestamps for room turnover in the OR.
- Create delay reports to generate actionable data.

### Take-Home Tool

- Template with critical timestamps to be captured for room turnover.
- Handout of analytics tool with adjustable goal setting.

### SPEAKER

- **Stephanie R. Landmesser, MSN, RN, CNOR, CCNS**, Clinical Nurse Specialist, Thomas Jefferson University Hospital
- **Monica Young, DNP, MBA, FACHE, CNOR, CASC, NEA-BC**, Vice President Perioperative Services, Thomas Jefferson University Hospital



12:00 PM –  
1:15 PM



1:15 PM –  
2:15 PM

### Dessert with Exhibitors

2:15 PM –  
3:15 PM

### Designing a Sustainable Model For Your Future OR Today

Sustainable growth models for designing operating rooms and integrating technology into outdated suites is imperative for organizations to innovate, recruit, and grow.

Population growth, expanding surgical practices, and advances in surgical technology have led to increased demand for capacity within operating rooms forcing organizations to think differently about their surgical suites.

Hospitals are now faced with the question of how to design the OR of the future in a forward-thinking manner for use today.

#### Learning Objectives

- Plan an OR redesign to increase volume for future cases.
- Learn how to engage stakeholders in the design process.
- Demonstrate the opportunities for surgical services growth and explain the ROI.

#### Take-Home Tool

- Step-by-step plan on how to design operating rooms for the future with the ability to repeat the design process.

#### SPEAKERS

- **Michelle Larson, D.N.P., R.N., N.E.-B.C.**, Nurse Administrator, Mayo Clinic
- **Jeff Robinson, MSN, RN**, OR Manager, Mayo Clinic



### How to Pivot and Save Millions on Vendor Contracts

This session will help OR Business Managers understand how to identify and decrease hidden costs for inventory supplies when changing vendors and taking on new contractual agreements. Learn how to avoid massive financial loss due to inventory write-offs when transitioning to a new vendor. A new operational model using team synergy can be applied to save millions. Learn how to structure and implement an inventory reallocation plan at your health system.

#### Learning Objectives

- Chart your inventory usage rates and develop a cost savings strategy.
- Create an inventory reallocation plan to move product from low usage to high usage facilities.
- Learn how to use data to drive decision-making of where to reallocate inventory.

#### Take-Home Tool

- Operational model using team synergy, a new approach to save millions of dollars.

#### SPEAKERS

- **Dusty Clegg, MSN, RN**, Surgical Operations Officer, Intermountain Healthcare
- **Larissa Jimerson, RN, BSN**, Clinical Operations Manager, Intermountain Healthcare



3:15 PM –  
4:00 PM

### Networking Break in the Exhibit Hall

4:00 PM –  
5:00 PM

### Challenging Your Traditional Block – Facilitating Discussions to Improve OR Efficiency

Many, if not all, operating room committees look at block allocation and utilization. Most block schedules are static and legacy protected. So how do you really know if your block time is allocated properly? Why are some surgical service lines scrambling for additional time while others seem to coast along?

This session will explore ways to analyze budgeted minutes and how to match surgeon time with OR time.

#### Learning Objectives

- Create a communications strategy to set your surgeons up for success.
- Develop a strategy to improve service line allocation and increase OR utilization.
- Learn how to analyze the data and communicate it with your team.

#### Take-Home Tool

- Excel spreadsheet template to help facilitate block discussions.

#### SPEAKER

- **Chris Hunt**, Associate Vice President, Perioperative Services, MultiCare Health System



### Regulatory Readiness – Are You Prepared for Your Next Regulatory Visit?

OR Business Managers need the latest updates on new regulations and options for compliance. Attend this session to get a deep dive on how to prepare for your next Joint Commission visit.

#### Learning Objectives

- Explain the 10 key areas causing issues with quality and safety.
- Learn the key hot spots surveyors will focus on.
- Draft a plan to prepare for an audit.



**Register by November 14th  
for significant savings!**

Visit

[www.orbusinessmanagementconference.com](http://www.orbusinessmanagementconference.com)

and click on the "Register Here" button.

5:00 PM –  
6:30 PM

### Welcome Reception

# TUESDAY, FEBRUARY 7

7:00 AM – 5:30 PM

**Registration Opens**

7:45 AM – 9:00 AM

**Keynote Breakfast, Sponsored by:**  **QGenda**



9:00 AM – 10:00 AM

**Networking with Exhibitors**

10:00 AM – 11:00 AM

**General Session: Lessons from the Field – Preparing for the Next Supply Chain Disruption**

The pressure to reduce inventory costs has created inflexible conditions across the global medical supply chain. Those responsible for healthcare supply inventory and the frontline providers who depend on them face new challenges.

Where can we make up lost revenue with the supply chain crisis and managing back orders? What innovative solutions and cost savings strategies can we implement to shore up supplies and materials? How can smaller facilities compete and manage their inventory costs?

**Learning Objectives**

- Learn how to proactively prepare for a supply chain crisis.
- Develop a checklist for vetting non-traditional suppliers.
- Identify the warning signs to look for in supplier's claims.

SPEAKER

- **Gail M. Horvath, MSN, RN, CNOR, CRCST**, Project Manager, ECRI Institute



11:00 AM – 11:15 AM

**Break**

11:15 AM – 12:15 PM

**ASC Joint Ventures – Risk or Reward?**

What are the recent trends in ASC joint ventures? How do you evaluate whether your ASC can remain independent or if you should consider a joint venture partner, management company partner, or acquisition by a health system?

**Learning Objectives**

- Learn about opportunities to make money in joint ventures.
- Learn the processes to forming a joint venture partnership.
- Understand the risks and rewards to entering a partnership.

SPEAKER

- **Joan Dentler, MBA**, Founder and President, Avanza Healthcare Strategies



**Managing Rising Labor Costs to Cope with the Ongoing Staffing Crisis**

The staffing shortage has created a world where increasing labor costs are eating up profits. How can an OR business manager cope with the extreme staffing shortage? Should you build support teams that are non-clinical to be multi-functional and create career ladders? How do you identify new roles on a team when you have staff resignations or relocations? What strategies can you implement to ensure your OR is 100% staffed and operating at maximum capacity?

**Learning Objectives**

- Learn how to develop creative staffing models to maximize OR capacity.
- Develop a schedule of options for on-call associates and understand how late you could run cases.
- Learn how to maximize staffing without hurting the budget.

**Take-Home Tool**

- Creative staffing model template

SPEAKERS

- **Deborah Hedrick, MA, BSN, RN, NEA-CS**, Director, Perioperative Services, Lutheran Medical Center
- **Amanda Brown**, Nurse Educator, Lutheran Medical Center



12:15 PM – 1:30 PM

**Keynote Luncheon, Sponsored by:**  **Qventus**



1:30 PM – 2:30 PM

**Dessert with Exhibitors**



2:30 pm –  
3:30 pm

## How to Structure Anesthesia Contracts in Your ASC

Limit your liability and protect your facility from poorly constructed contracts. Attend this session to learn the gainsharing rules and how to properly structure contracts with anesthesia providers.

### Learning Objectives

- Learn how to develop an anesthesia contract.
- Explain the financial risk posed to both the contractor and the ASC.
- Learn how to properly vet the partnership before entering into an agreement.

### SPEAKER

- **Dr Katherine Grichnik, MD**, Chief of Anesthesiology Services, Surgical Care Affiliates



## Workshop: How to Build and Sustain a Top-Level Robotics Program, Part I

Today's ORs are filled with multiple robotic platforms, from surgical robotics with the daVinci system, to orthopedic robots with MAKO and Endoluminal robotic assisted bronchoscopy with ION.

In this workshop, you will learn key elements to apply to each platform as you work towards a top-level robotic service line. From dedicated support with a robotic coordinator and day-to-day operations to detailed and action-oriented tools and dashboards, you and your team will learn how to manage your program effectively.

Utilizing data and building a comparative dashboard, you can easily analyze which platforms and approaches provide the best outcomes and maintain fiscal responsibility. Learn how standardization across service lines improves supply management, process improvement and improves quality outcomes.

### Learning Objectives

- Learn the tools and processes to managing a top-level robotics program.
- Learn how to build an actionable comparative dashboard with good data in to get good data out.
- Understand what cutting-edge technologies can be streamlined in a cost-effective way.

### Take-home Tool

- Elements of a dashboard – example of an effective dashboard with how to pull the data points in
- Program development tools that can be updated to suit your institution

### SPEAKER

- **Sherry Rogers**, Director of Robotics, Emory University



**Find ways to make changes in your organization by listening to the journeys other organizations have taken.**

– *Beverly Kirchner, MSN, RN, CNOR, CNAMB, SurgeryDirect*



3:30 PM –  
3:45 PM

## Break

3:45 PM –  
4:45 PM

## Developing an ROI and Making the Business Case to Invest

You see the opportunity and want to invest in a new surgical service line, capital expenditure or staffing initiative. Before you present the case to your board, you need to develop a business plan. Knowing the key components to include in your plan and defining the critical success factors will help you make the case to invest.

Equally important is communicating the plan to your board. Do you understand the ROI and how to speak fluently on it? This session will help you develop an action plan to present the case to your boardroom.

### Learning Objectives

- Describe how your investment plan will lead to enhanced patient safety and quality.
- Describe methodologies to match the cost of quality care to reimbursement.
- Develop a timeline to calculate the ROI.

### SPEAKER

- **Pamela Hunt MSN, RN, NEA-BC, FAAN**, Associate Faculty, Indiana University – Purdue University Indianapolis



## Workshop: How to Build and Sustain a Top-Level Robotics Program, Part II

Today's ORs are filled with multiple robotic platforms, from surgical robotics with the daVinci system, to orthopedic robots with MAKO and Endoluminal robotic assisted bronchoscopy with ION.

In this workshop, you will learn key elements to apply to each platform as you work towards a top-level robotic service line. From dedicated support with a robotic coordinator and day-to-day operations to detailed and action-oriented tools and dashboards, you and your team will learn how to manage your program effectively.

Utilizing data and building a comparative dashboard, you can easily analyze which platforms and approaches provide the best outcomes and maintain fiscal responsibility. Learn how standardization across service lines improves supply management, process improvement and improves quality outcomes.

### Learning Objectives

- Learn the tools and processes to managing a top-level robotics program.
- Learn how to build an actionable comparative dashboard with good data in to get good data out.
- Understand what cutting-edge technologies can be streamlined in a cost-effective way.

### Take-home Tool

- Elements of a dashboard – example of an effective dashboard with how we pull the data points in
- Program development tools that can be updated to suit your institution

### SPEAKER

- **Sherry Rogers**, Director of Robotics, Emory University



6:00 PM –  
9:00 PM

## Networking Event – Moon River Brewing Company and Savannah Haunted Pub Tour

*Additional fee applies*

# WEDNESDAY, FEBRUARY 8

7:30 AM – 12:00 PM

Registration Open

8:15 AM – 9:30 AM

Keynote Breakfast, Sponsored by:  **Hospital IQ**  
Know what's coming.



9:30 AM – 9:45 AM

Break

9:45 AM – 10:45 AM

## Getting Your Surgical Preference Cards Right

Inaccuracies in preference cards contribute to late starts, increased turnover times, increased patient wait time, decreased staff satisfaction and negative impacts on overall surgical throughput. Learn how to clean up and better manage your preference cards to ensure your OR is operating at peak capacity.

### Learning Objectives

- Learn the processes to effectively manage your preference cards.
- Understand the cost benefit analysis by simplifying your preference card system.
- Develop tools to effectively standardize your preference cards.

### Take-Home Tool

- A checklist to evaluate preference card complexities and steps to take towards simplification and effective standardization

### SPEAKERS

- **Amanda DuMay, MSHA**, Business Operations Manager, The University of Kansas
- **Megan Eubanks**, Business Operations Director, The University of Kansas



## A Roadmap for Service Line Consolidation – Staying Between the Lines

Surgical Centers of Excellence (COE) have been around for many years and continue to be an alluring strategic initiative to foster growth. At peak performance, the COE offers highly specialized care that is efficient and comprehensive. Caregivers working at these centers excel in their areas of expertise as they consistently perform the same types of procedures on a routine basis.

This session will help OR business managers determine if consolidation is an option to achieving peak performance to minimize costs and maximize profits.

### Learning Objectives

- Learn best practices for surgical service line consolidation.
- Develop project planning tools to plan and track the work.
- Develop an action plan to achieve results on time and within budget.

### Take-Home Tool

- Service line relocation checklist
- Gantt chart template
- Equipment and instrument checklist

### SPEAKERS

- **Natalie Bright**, Department Administrator: Enterprise Surgical Operations, Cleveland Clinic
- **Wendy Simmons**, Nursing Director Ambulatory Surgery Centers, Cleveland Clinic
- **Teri Masters**, Project Manager Enterprise Surgical Operations, Cleveland Clinic



11:00 AM – 12:00 PM

## Closing General Session: Weathering the Storm – Moving Your Health System Forward in 2023 and Beyond

As an OR Business Manager you are faced with daily challenges of managing the business of the surgical suite in a world with severe staffing shortages, ballooning costs and constrained hospital capacity. Fast-forward three years since the start of the Covid-19 pandemic and you may be left with more questions than answers. Looking into your crystal ball and preparing for the future, how can you develop a process improvement plan to move your health system forward? Attend this closing session and walk away with 5 action tools you can implement at your facility to boost your profits and protect your bottom line.

### SPEAKERS:

- **Bill Orrell, MBA, MSN, RN**, Managing Director, BRG Healthcare
- **Noreen Hudson, MSN, RN**, Associate Director, BRG Healthcare



12:00 PM

Conference Concludes



## CONTINUING EDUCATION

Attendees of the **2023 OR Business Management Conference** can earn continuing education credits in keynote presentations and breakout sessions over the three days in Savannah, GA.

The OR Business Management Conference (Access Intelligence) is an Approved Provider of:

Continuing Education (CEs) by the California Board of Registered Nursing, Provider #15831

Administrative Education Units (AEUs) by the Board of Ambulatory Surgery Certification (BASC), Provider #1301.

At the conclusion of the OR Business Management Conference, you will receive instructions to access your personalized CE certificate listing the contact hours you earned from attending the conference. **The 2023 program has been approved for up to 18.0 CEs** by Provider #15831 and up to 12.0 hours of AEUs by BASC Provider #1301.

In addition, OR Manager works with the Competency & Credentialing Institute (CCI), the leader in perioperative certifications. The continuing education earned at the OR Manager Conference can be applied towards the CNOR, CSSM and CNAMB certification and recertification requirements. To learn more about CCI certification requirements, please visit: Competency & Credentialing Institute: Periop Certification ([cc-institute.org](http://cc-institute.org))



**I appreciate the opportunity to connect with and learn from people who are living with the same specific challenges and are thinking creatively about how to address them.**

– *Bethany Daily; Executive Director, Perioperative Services & Healthcare Systems Engineering; Massachusetts General Hospital*



## PROGRAM COMMITTEE MEMBERS

The program committee is comprised of people who face the same challenges as you do and who are passionate about helping to create a conference that is relevant, timely and actionable.

### **Amy Bethel, MPA, RN, NE-BC**

*Education Coordinator*

OR Business Management Conference

### **Hazel Boyd, MBA**

*Operations Manager –  
Transforming Tomorrow*

Boston Children's Hospital

### **Bethany Daily, MHA**

*Executive Director, Perioperative Services  
& Healthcare Systems Engineering*

Massachusetts General Hospital

### **Christina Gravalesse, MSN, RN, NE-BC, CPAN, CAPA**

*Administrative Director,  
Perioperative Services*

Detroit Receiving Hospital

### **JoAnn Greene, MBA, LMSW**

*Director of Operations*

Phelps Hospital

### **Cindy Kildgore, MSHA, BSN, RN, CNOR**

*Education Coordinator*

OR Manager Conference

### **Judy Mathias, MA, RN**

*Clinical Editor*

OR Manager

### **Megan Mitchell, MBA, CLSSGB**

*Director of Business Operations*

Springfield Memorial Hospital

### **Tarsilla Moura**

*Senior Editor*

OR Manager

### **Eric Quint**

*Director Perioperative Services*

Northern Light Eastern

Maine Medical Center

### **Dolores Reisert, MS, RN, CNOR, NE-BC**

*Senior Director Patient Care;*

*Perioperative Services*

Long Island Jewish Medical Center

### **Matthew Ruby, MHA**

*Director, Business Operations*

*Surgical Services*

Northwestern Memorial Hospital

### **Nicholas Schwerin**

*Manager of Business Operations*

Advocate Aurora Health

### **DeAnne Short, RN, MSN, MBA, HCM**

*Director of CQVA and Clinical Sourcing*

Premier Health

### **Sheila Stein, MSN, CNS, FNP-BC, CRNFA**

*Nurse Practitioner, Robotics Coordinator*

Cayuga Medical Center

### **Denise Waslo, MSN, RN, CNOR, CSSM, NE-BC**

*Associate Executive Director*

*Perioperative Services*

Long Island Jewish Valley Stream

### **Bob Winandy, RN, MSN, MBA**

*Chief Executive Officer*

Brightside Surgical, Brightside

Specialty Clinics, and Infinity

Medical Management

### **Tammy Woolley, MBA, MS, BSN, CSPM, NEA-BC, CNOR**

*Director of Perioperative Services*

Platte Valley Community Hospital

# THINK OF THIS AS YOUR EDUCATION VACATION...

Escape your routine and enjoy a dose of southern hospitality in one of the country's friendliest cities.

While the conference is not in session, take the chance to walk around and explore Savannah and neighboring communities. From museums and historic walking tours to coastal cuisine and live music – there is something for everyone.

If you want to stay close to the hotel the Westin Savannah has several options for dining, a spa, and a golf course.



## BOOK YOUR HOTEL & MAKE YOUR TRAVEL PLANS TO SAVANNAH, GA!

### HOTEL

**Westin Savannah Harbor & Golf Resort**  
1 Resort Drive  
Savannah, GA 31421

The preferred way of making reservations is online at [www.orbusinessmanagementconference.com/hotel-travel](http://www.orbusinessmanagementconference.com/hotel-travel). Reservations may also be made by calling Marriott Reservations at +1 912-201-2000 and referencing the OR Business Management Conference.

Attendees will receive a discounted rate of \$209 per night (plus taxes and fees) at the Westin Savannah Harbor & Golf Resort. The deadline to secure the discounted hotel rate is Monday, January 26, 2023.

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### NETWORKING & EVENTS

Networking is one of the most important parts of an in-person event to foster new connections and enhance collaboration among perioperative business leaders. Our breaks and receptions are packed with good food, tasty drinks and 5-star networking.

### ADD MOON RIVER BREWING CO. & HAUNTED TOUR TO YOUR REGISTRATION.

Get ready for a night of hops & haunts for the OR Business Management Conference Night Out on February 7, 2023. Start the evening with dinner and drinks at Moon River Brewing Co. followed by a Haunted Pub Crawl around "America's Most Haunted City."

*additional fee applies*



Meet the exhibitors who are ready to provide you with the solutions and tools to maximize efficiencies, identify revenue opportunities and increase the profitability of the surgical suite while ensuring superior patient satisfaction.

- ▶ CCI – Competency & Credentialing Institute
- ▶ Copient Health
- ▶ Dabir Surfaces Inc.
- ▶ Fujitsu Intelligence Technology Limited
- ▶ Getinge
- ▶ Haskell
- ▶ HealthNautica
- ▶ Hospital IQ
- ▶ InVita Healthcare Technologies
- ▶ Kermit
- ▶ LeanTaaS
- ▶ Meperia
- ▶ Owens & Minor, Inc.
- ▶ QGenda, LLC
- ▶ Qventus
- ▶ Readysset Surgical
- ▶ Seabright Healthcare Solutions LLC
- ▶ SIPS Consults Corporation
- ▶ SpendMend
- ▶ STERIS SPM
- ▶ Surgical Instrument Service Company Inc.
- ▶ TrackCore, Inc.

*exhibitors as of 9/21/22*

To inquire about available exhibit and sponsorship opportunities, contact **Nancy Iannotta** at 203-899-8429 or [niannotta@accessintel.com](mailto:niannotta@accessintel.com).

## REGISTRATION INFO

Don't miss your chance to save a little extra on registration rates!

**Register online now at**  
**[ORBusinessManagementConference.com](http://ORBusinessManagementConference.com)**

	Early Bird Rate (ends 11/14/2022)	Advanced Rate (ends 1/9/2023)	Regular Rate (after 1/9/2023)
<b>PREMIER PASS &gt;&gt;</b> The Premier Pass grants you access to the pre-conference workshop, all conference sessions, exhibits, breakfasts and lunches, networking reception, 1 ticket to Moon River Brewing Co. & Haunted Tour, 1-year subscription to OR Manager monthly magazine, and all session recordings.	\$1,295	\$1,495	\$1,595
<b>ALL ACCESS PASS &gt;&gt;</b> The All Access Pass grants you access to the pre-conference workshop, all conference sessions, exhibits, breakfasts and lunches, networking reception and all session recordings.	\$1,145	\$1,345	\$1,445
<b>CONFERENCE PASS &gt;&gt;</b> The Conference Pass gives you access to all conference sessions, exhibits, breakfasts and lunches, networking reception and all session recordings.	\$995	\$1,195	\$1,295
<b>WORKSHOP ONLY &gt;&gt;</b> This pass grants you access to the Pre-Conference Workshop being held on February 5, 2023. If you would like to attend the conference sessions, we recommend purchasing an All Access or Premier Pass	\$200	\$250	\$300
<b>ADD ON: MOON RIVER BREWING CO. &amp; HAUNTED TOUR &gt;&gt;</b> Get ready for a night of hops & haunts for the OR Business Management Conference Night Out on February 7, 2023. Start the evening with dinner and drinks at Moon River Brewing Co. followed by a Haunted Pub Crawl around "America's Most Haunted City."	\$85	\$85	\$95

**REGISTERING WITH A COLLEAGUE OR YOUR ENTIRE TEAM?** Ask about our group rates and contact Kaitlin Sennello, Marketing Manager, at [ksennello@accessintel.com](mailto:ksennello@accessintel.com)